



The Psychology of Management

Duration 3 Days

Program Objectives

- ↪ Tap into psychology to build on the strengths of your people and yourself
- ↪ Influence changes in attitudes and behaviors without formal authority
- ↪ Stop committing common errors in judgment that get in the way of success
- ↪ Become aware of bias decisions and actions
- ↪ Manage peer pressure and the perception of reality
- ↪ Encourage the adoption of new ideas
- ↪ Identify the underlying problem and match it with the right solution
- ↪ Get better results from underperformers
- ↪ Increase the desired behavior and stop the undesired behaviors from occurring

Who should attend?

- Managers looking for practical techniques and different perspectives to facilitate change and improve performance.

Program Outlines

1. What psychology is and why it's important to business
2. Common examples of the effects of psychology on individual behavior and group performance in organizations
3. The relationship between thinking and behavior
4. Common errors in judgment and how to deal with them
5. Conformity, obedience to authority, social loafing, and social facilitation
6. Using social influence in beneficial ways
7. Behavioral psychology in the workplace: fundamental assumptions and needed paradigm shifts
8. Predicting patterns of behavior from common rules, regulations, policies and incentives
9. Pinpointing behaviors and using universal needs as reinforces
10. Using behavioral psychology to identify and solve performance problems
11. Changing your own behavior as a method of changing others' behaviors